

Financial & Professional Services Career Pathway

MISSOURI ECONOMIC RESEARCH & INFORMATION CENTER
MISSOURI DEPARTMENT OF HIGHER EDUCATION
& WORKFORCE DEVELOPMENT
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What are Career Pathways?

Career Pathways are groups of occupations within a career field. Occupations within a pathway share common skills, knowledge, and interests. The pathways use industry-recognized credentials and are examples of how different levels of training or education can help provide opportunities for career advancement.

Missouri Numbers:



30,474 Employers



278,686 Workers



\$105,263 Average Wage

Why Have a Career in Financial & Professional Services?

Missouri has a strong presence in the Financial and Professional Services industry, being home to several Fortune 1000 companies including Centene, Emerson Electric, Reinsurance Group of America, and Jones Financial (Edward Jones). The Financial & Professional Services industry makes up 11.2 percent of total private sector employment, employing over 278,000 workers in more than 30,000 businesses in 2024. Employment has declined 0.3 percent per year from 2019 to 2024. Missouri's Financial & Professional Services industry has a similar employment concentration to the rest of the nation, with particularly high employment concentrations in *Management of Companies & Enterprises* and *Insurance Carriers and Related Activities*. Wages in this industry averaged \$105,263 in 2024, much higher than the state average of \$64,754 for private industries.

With many career paths to choose from, as well as high employment, wages, and solid growth, the Financial & Professional Services industry has many opportunities for a rewarding career in Legal Services, Business Operations, Sales & Marketing, and Financial & Insurance Services.

Know the Basics

Careers in this industry frequently involve interaction with the public, therefore customer service skills and being able to talk about the benefits of a service or accept criticism as a professional company representative is a must. Durable, or soft, skills, such as interpersonal skills, professionalism, and dependability, are important in all industries and occupations, including the Financial & Professional Services industry.

Skills needed for Success

The Financial & Professional Services field has industry-wide technical competencies that represent the knowledge and skills needed to be successful in these industries. Familiarity with relevant regulations, codes, and laws imposed by regulatory agencies is crucial. Knowledge of business operations, financial reporting, and technology applications are some of the skills that are needed for success.

Who's Hiring in Missouri?

Edward Jones
PricewaterhouseCoopers
Deloitte
Mastercard
H&R Block



Sales & Marketing

Financial/ Insurance Services

Now

Short-Term On-the-Job Training

Customer Service Representatives
Entry: \$35,530 Average: \$45,000

Telemarketers
Entry: \$27,460 Average: \$33,300

Certificates: Business Administration Certificates

Tellers
Entry: \$30,940 Average: \$36,730

Financial Clerks, All Other
Entry: \$43,140 Average: \$50,220

Certificates: Cash Handling

Next

Certificate, Associate Degree, Apprenticeship, Moderate- to Long-Term On-the-Job Training

First-Line Supervisor of Non-Retail Sales Workers
Entry: \$59,310 Average: \$97,620

Advertising Sales Agent
Entry: \$46,420 Average: \$69,460

New Accounts Clerks
Entry: \$38,450 Average: \$43,640

Degrees: Business Administration & Management
Certificates: Business Administration & Management

Bookkeeping, Accounting & Auditing Clerks
Entry: \$39,130 Average: \$51,050

Claims Adjusters, Examiners, & Investigators
Entry: \$59,730 Average: \$76,040

Tax Preparers
Entry: \$34,860 Average: \$51,130

Certificates: Adjuster; Accounting; QuickBooks;
Tax Preparation

Later

Bachelor's Degree or Advanced Degree

Market Research Analysts & Marketing Specialists
Entry: \$48,710 Average: \$73,810

Graphic Designers
Entry: \$43,250 Average: \$56,450

Sales Managers
Entry: \$71,230 Average: \$122,340

Degrees: Business Administration & Management;
Marketing; Communication; Graphic Design;
Journalism

Loan Officers
Entry: \$49,260 Average: \$79,000

Personal Financial Advisors
Entry: \$62,230 Average: \$127,820

Financial Managers
Entry: \$101,760 Average: \$152,020

Degrees: Accounting; Finance; Business
Administration & Management

Sources:

Lightcast™

Employment and Training Administration, Competency Model Clearinghouse
2024 Occupational Employment and Wage Statistics, U.S. Bureau of Labor Statistics
Quarterly Census of Employment and Wages, U.S. Bureau of Labor Statistics
Top employers data is based on 2025 online job ads



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Legal Services

Business Operations

Now

Short-Term On-the-Job Training

General Office Clerks

Entry: \$33,920 Average: \$44,200

File Clerks

Entry: \$31,870 Average: \$41,200

Mail Clerks & Mail Machine Operators

Entry: \$34,340 Average: \$38,580

General Office Clerks

Entry: \$33,920 Average: \$44,200

Certificates: Business Administration**Certificates:** Business Administration

Next

Certificate, Associate Degree, Apprenticeship, Moderate- to Long-Term On-the-Job Training

Paralegals & Legal Assistants

Entry: \$45,590 Average: \$60,260

**Executive Secretaries & Executive
Administrative Assistants**

Entry: \$45,760 Average: \$60,310

**First-Line Supervisor of Office &
Administrative Support Workers**

Entry: \$49,140 Average: \$67,080

Human Resources Assistants

Entry: \$40,190 Average: \$48,480

Certificates: Paralegal; Legal Assistant; Notary
License**Certificates:** Certified Payroll Professional
Degrees: Business Administration & Management

Later

Bachelor's Degree or Advanced Degree

Lawyers

Entry: \$80,220 Average: \$158,200

General & Operations Managers

Entry: \$51,050 Average: \$101,060

Human Resources Specialists

Entry: \$49,050 Average: \$70,430

Management Analysts

Entry: \$69,550 Average: \$108,950

Degrees: Law**Degrees:** Business Administration & Management;
Human Resources Development; Computer Science;
Finance

Sources:

Lightcast™

Employment and Training Administration, Competency Model Clearinghouse
2024 Occupational Employment and Wage Statistics, U.S. Bureau of Labor Statistics
Quarterly Census of Employment and Wages, U.S. Bureau of Labor Statistics
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